

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

And:

Target Enterprises
16501 Ventura Blvd
#515
Encino, CA 91436

<u>Contract / Revision</u> 810790 /		<u>Alt Order #</u> 06023737
<u>Product</u> NAT'L ASSO. MANUFACT		
<u>Contract Dates</u> 07/30/12 - 09/09/12		<u>Estimate #</u>
<u>Advertiser</u> National Association of Manufacturers		<u>Original Date / Revision</u> 08/20/12 / 08/20/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Mary McCue	<u>Sales Office</u> Telerep-Los Ang
<u>Special Handling</u> Cash In Advance		
<u>Demographic</u> Adults 50+		
<u>IDB#</u>	<u>Advertiser Code</u> TARGET	<u>Product Code</u> NAT' ASS.
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	WOIO	08/20/12	08/31/12	Price is Right	11a-12p		:30			NM	9	\$4,725.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	MTWTF--				5	\$525.00			
	Week:	08/27/12	09/02/12	MTWTF--				4	\$525.00			
N 2	WOIO	09/03/12	09/04/12	Price is Right	11a-12p		:30			NM	2	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/03/12	09/09/12	MT-----				2	\$525.00			
N 3	WOIO	08/20/12	08/31/12	Action News at Noon	12-1230p		:30			NM	9	\$4,275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	MTWTF--				5	\$475.00			
	Week:	08/27/12	09/02/12	MTWTF--				4	\$475.00			
N 4	WOIO	08/20/12	08/31/12	Action News at 5p	5-6p		:30			NM	9	\$6,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	MTWTF--				5	\$700.00			
	Week:	08/27/12	09/02/12	MTWTF--				4	\$700.00			
N 5	WOIO	08/20/12	08/31/12	Action News at 6p	6-630p		:30			NM	9	\$6,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	MTWTF--				5	\$700.00			
	Week:	08/27/12	09/02/12	MTWTF--				4	\$700.00			
N 6	WOIO	09/03/12	09/04/12	Action News at 6p	6-630p		:30			NM	2	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/03/12	09/09/12	MT-----				2	\$700.00			
N 7	WOIO	08/21/12	08/21/12	Tue Hour 1	8-9P		:30			NM	1	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	-1-----				1	\$3,500.00			
N 8	WOIO	08/28/12	09/04/12	Tue Hour 3	10-11P		:30			NM	2	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/27/12	09/02/12	-1-----				1	\$3,000.00			
	Week:	09/03/12	09/09/12	-1-----				1	\$3,000.00			
N 9	WOIO	08/23/12	08/30/12	Thur Hour 3	10-11p		:30			NM	2	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	---1---				1	\$3,000.00			
	Week:	08/27/12	09/02/12	---1---				1	\$3,000.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



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<u>Advertiser</u> National Association of N		<u>Estimate #</u>
		<u>Original Date / Revision</u> 08/20/12 / 08/20/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
N 10	WOIO	08/26/12	09/02/12	Sun Hour 1	7-8p		:30			NM	2	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	-----1				1	\$3,500.00			
	Week:	08/27/12	09/02/12	-----1				1	\$3,500.00			
N 11	WOIO	08/26/12	09/02/12	CBS Sunday Morning	9-1030a		:30			NM	2	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/12	08/26/12	-----1				1	\$450.00			
	Week:	08/27/12	09/02/12	-----1				1	\$450.00			
Totals											49	\$47,450.00

Time Period	# of Spots	Gross Amount	Net Amount
07/30/12 - 08/26/12	24	\$22,450.00	\$19,082.50
08/27/12 - 09/04/12	25	\$25,000.00	\$21,250.00
Totals	49	\$47,450.00	\$40,332.50

Signature: _____ **Date:** _____

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